

FIG.1
PRIOR ART

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PEOPLE AND PROCESS MULTIPLE UNCONSOLIDATED DIVERGENT SYSTEMS

INFORMATION INPUTS

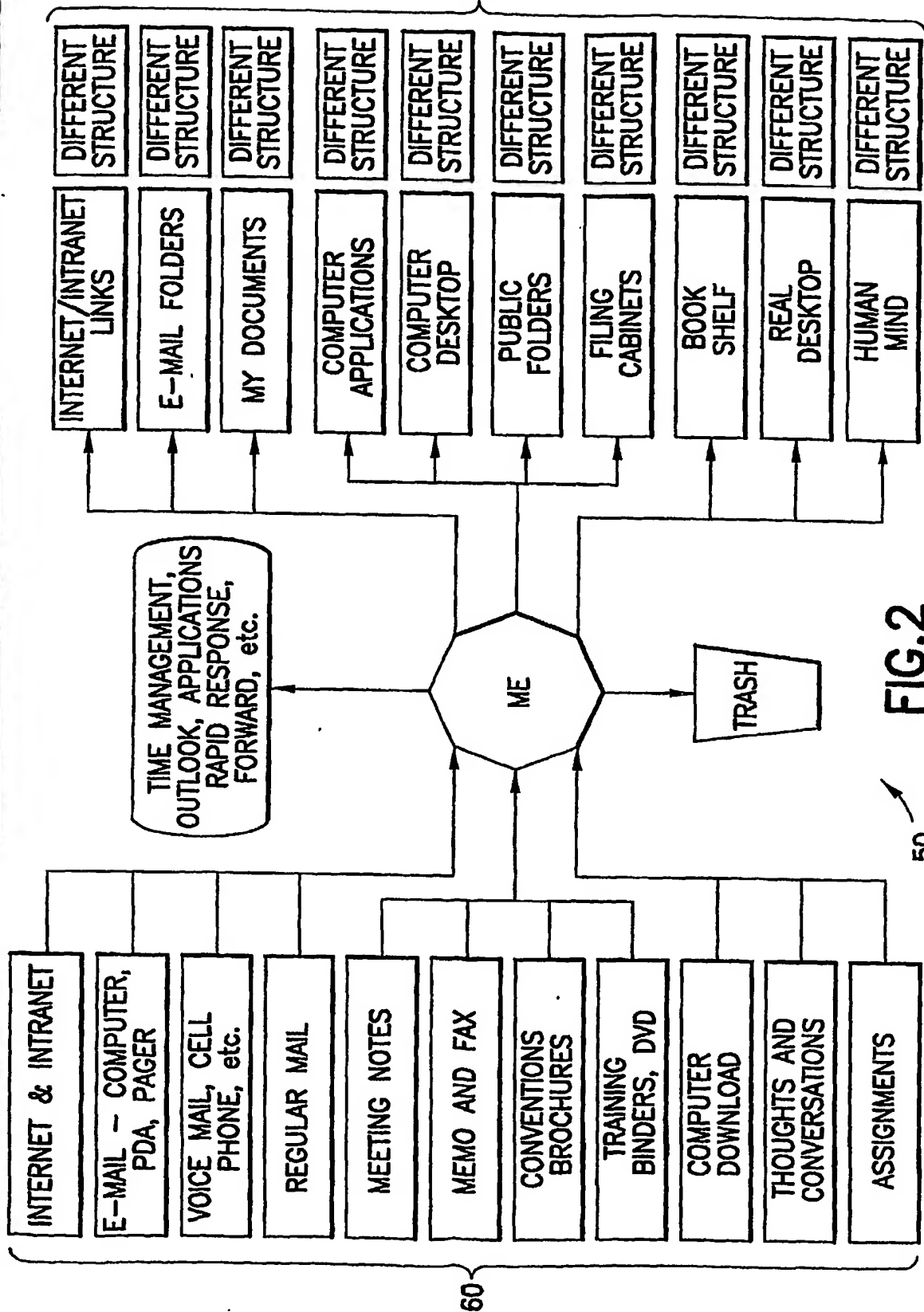


FIG.2
PRIOR ART

50

60

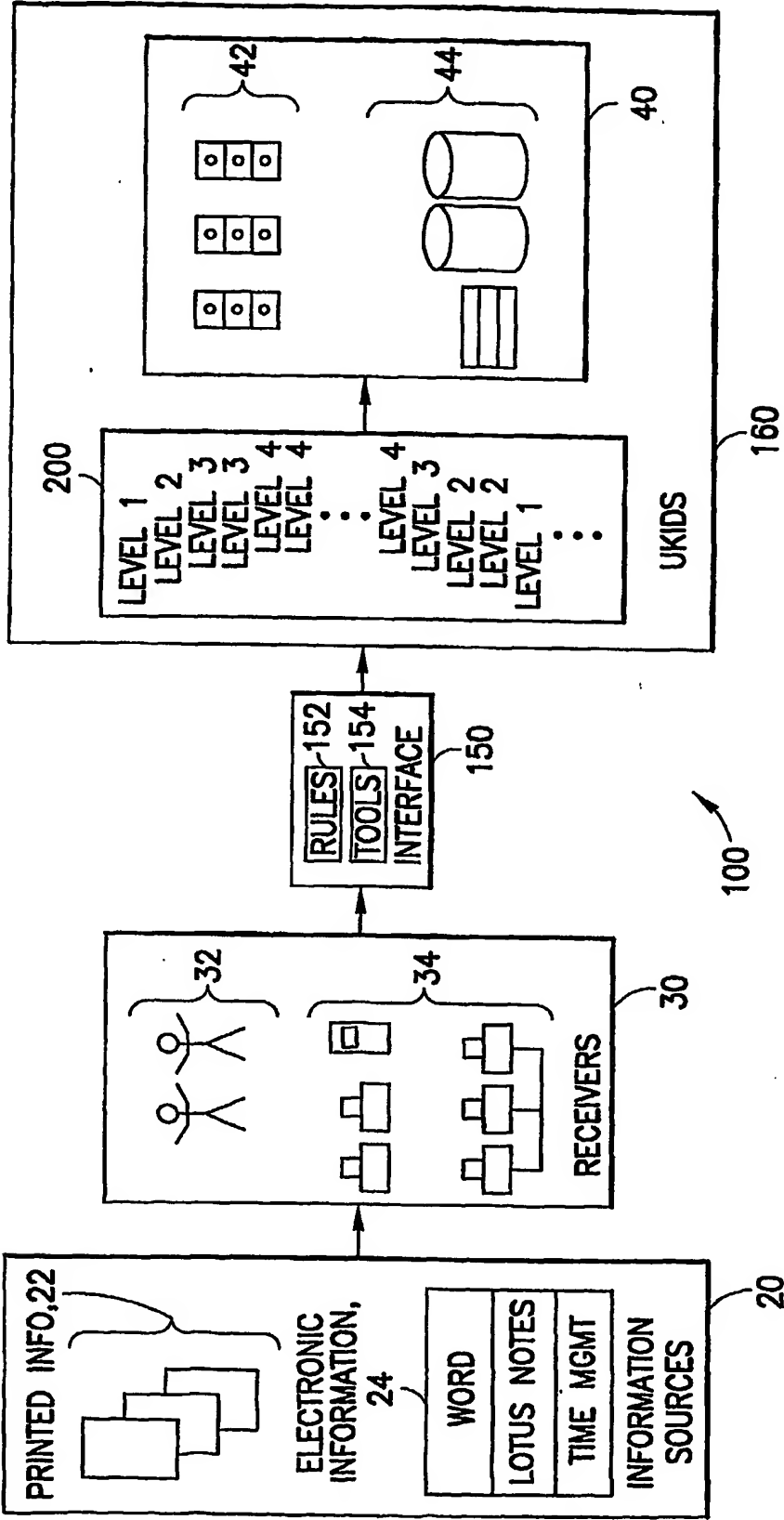


FIG.3

FIG.5A--1
FIG.5A--2

FIG.5A

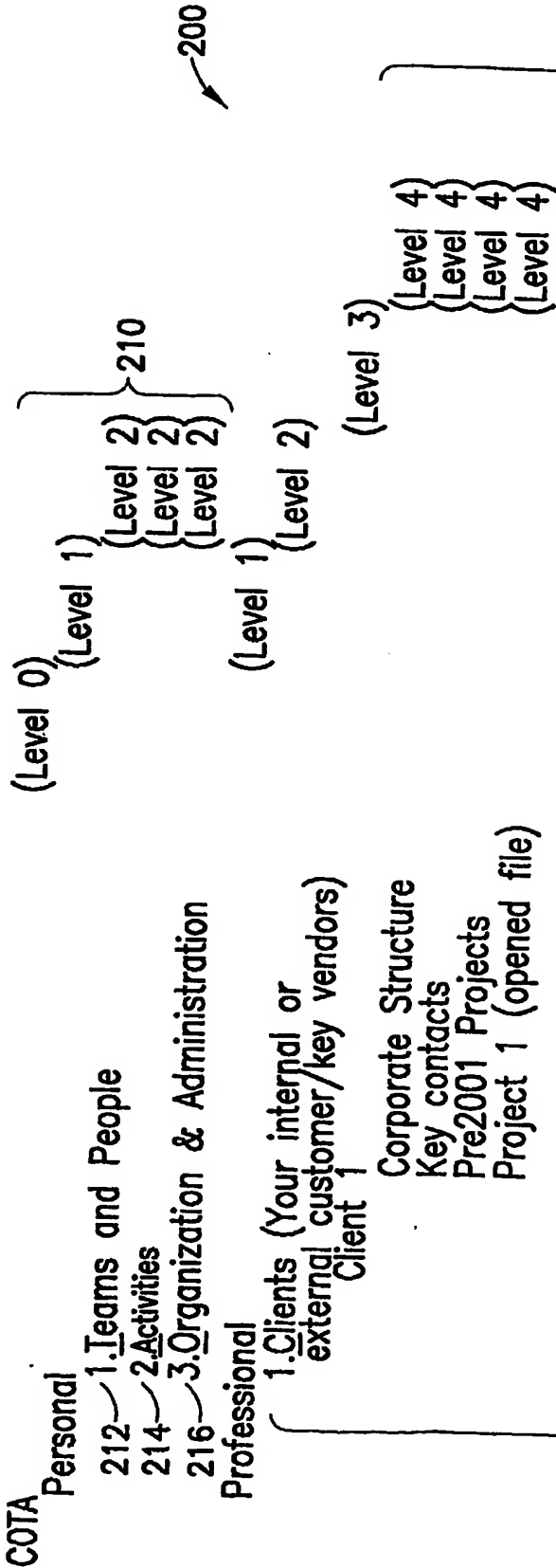


FIG.5A--1

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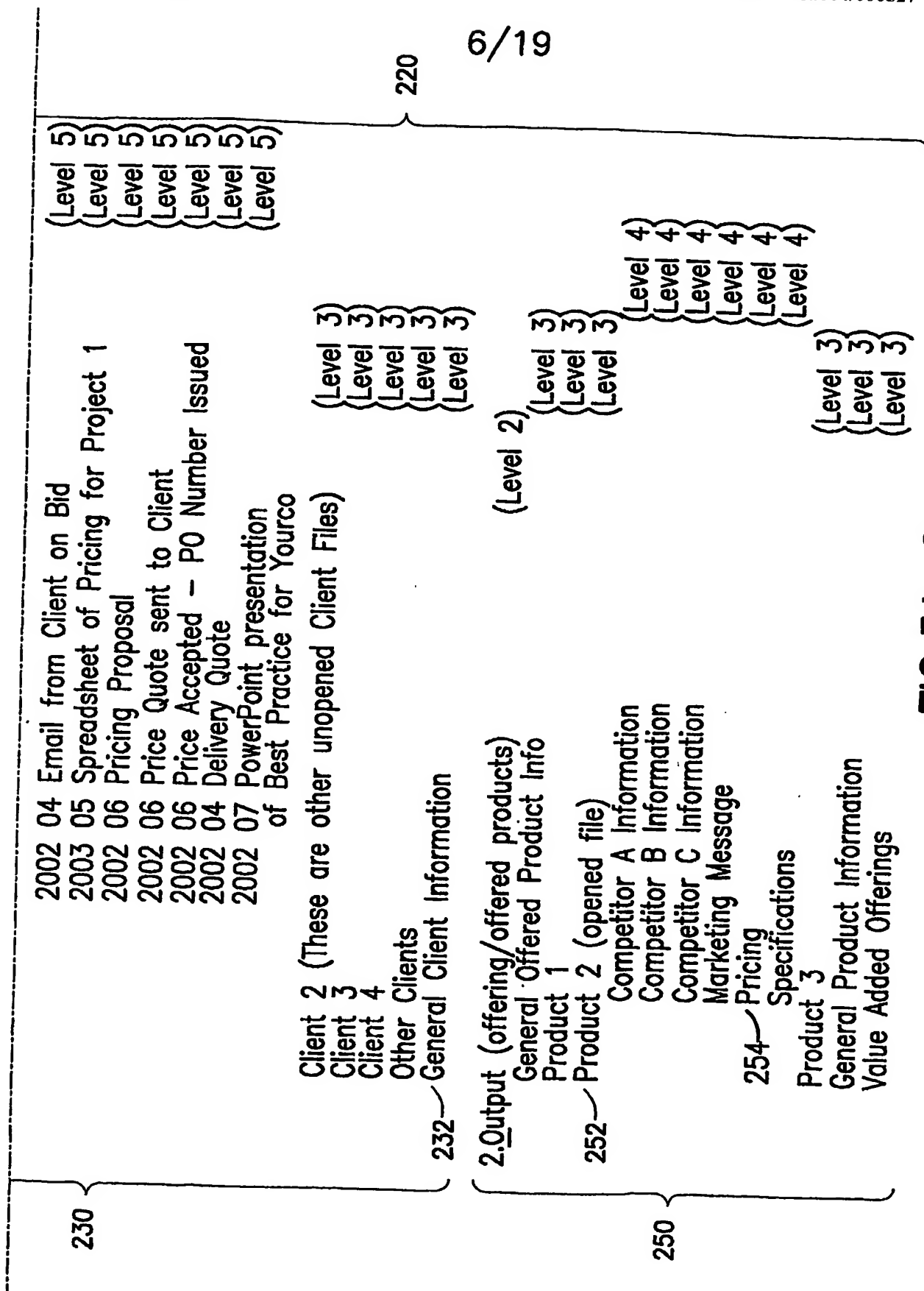


FIG. 5A-2

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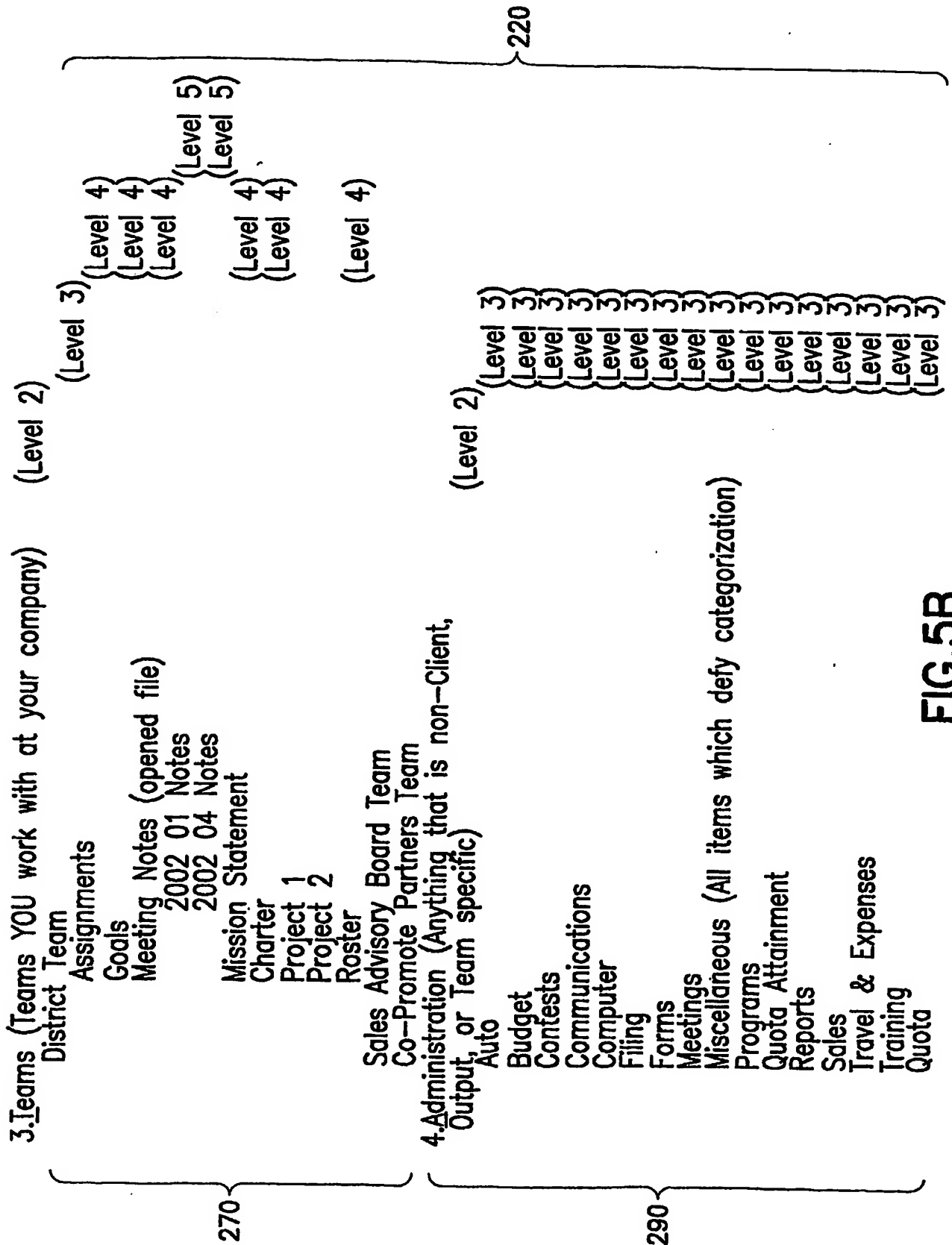


FIG.5B

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SCALEABLE

GROUP	SALES DIV.	MARKETING DIV.	HR DIVISION	ADMIN. DIV.	INDIVIDUAL
300 GLOBAL ENTERPRISE COTA	GLOBAL SALES COTA	GLOBAL MARKETING COTA	GLOBAL HUMAN RESOURCES COTA	GLOBAL ADMINISTRATION COTA	CEO COTA
310 GLOBAL BUSINESS UNIT COTA	SALES BUSINESS UNIT COTA	MARKETING BUSINESS UNIT COTA	HUMAN RESOURCES BUSINESS UNIT COTA	ADMINISTRATION BUSINESS UNIT COTA	VP COTA
320 GLOBAL DIVISION COTA	SALES DIVISION COTA	MARKETING DIVISION COTA	HUMAN RESOURCES DIVISION COTA	ADMINISTRATION DIVISION COTA	DIR. OF BUSINESS UNIT COTA
330 GLOBAL DEPARTMENT COTA	SALES DEPARTMENT COTA	MARKETING DEPARTMENT COTA	HUMAN RESOURCES DEPARTMENT COTA	ADMINISTRATION DEPARTMENT COTA	MIDDLE MANAGER COTA
340 GLOBAL TEAM COTA	SALES TEAM COTA	MARKETING TEAM COTA	HUMAN RESOURCES TEAM COTA	ADMINISTRATION TEAM COTA	TEAM MANAGER COTA
350 INDIVIDUAL COTA	SALES INDIVIDUAL COTA	MARKETING INDIVIDUAL COTA	HUMAN RESOURCES INDIVIDUAL COTA	ADMINISTRATION INDIVIDUAL COTA	INDIVIDUAL COTA

UNIVERSAL

FIG.6

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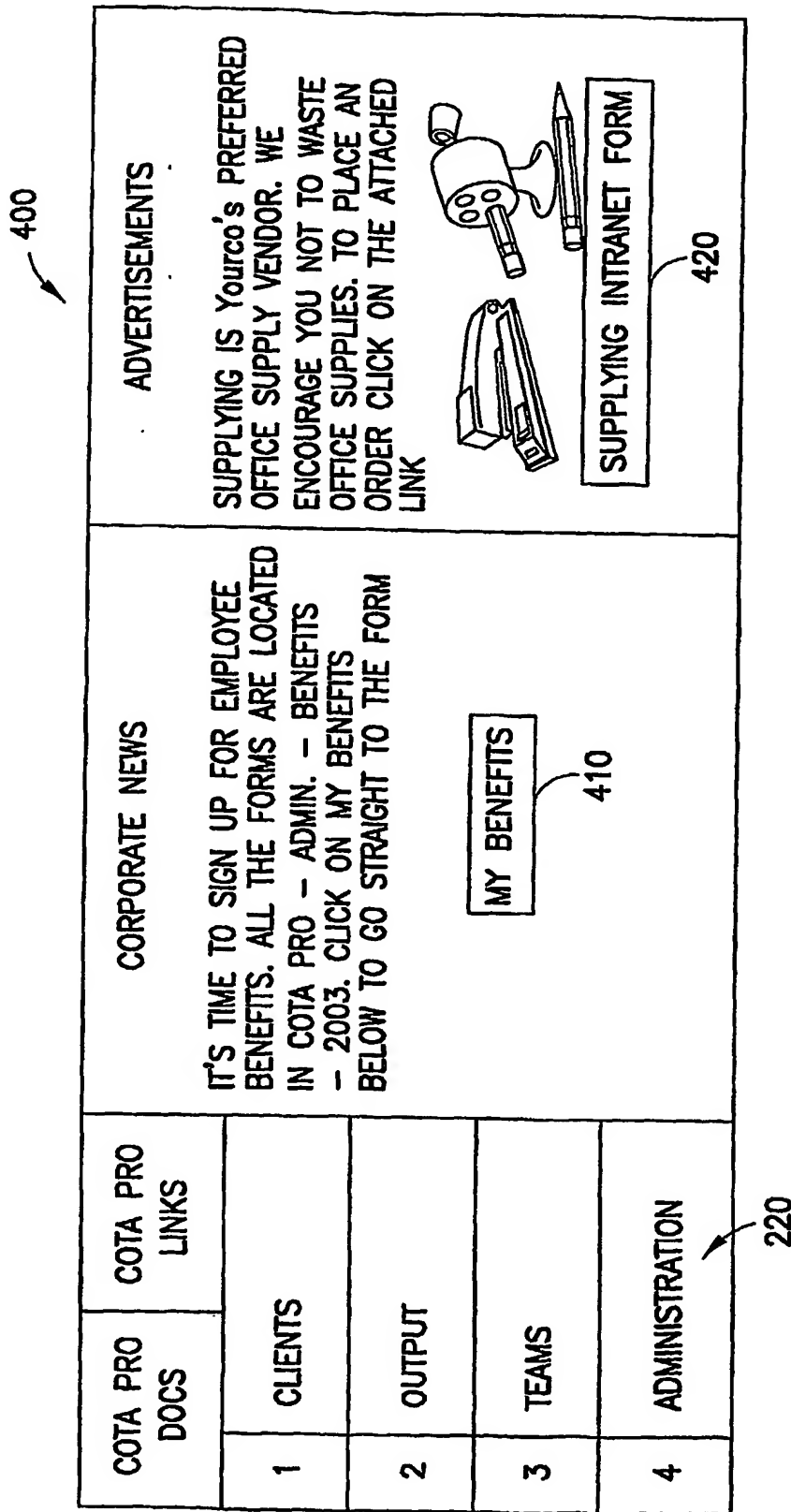


FIG.7

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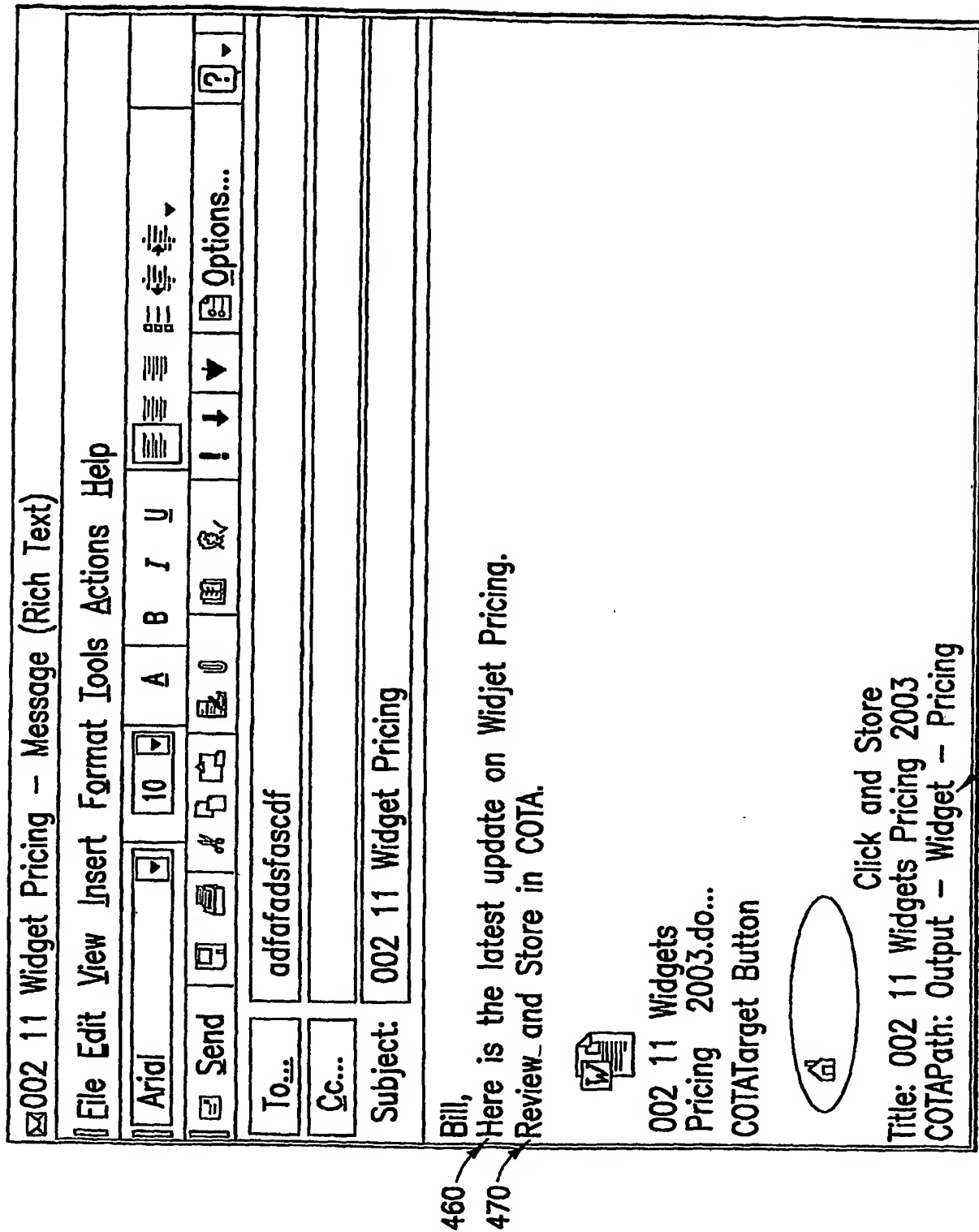








FIG.8

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	SENDER	DOCUMENT DELIVERED	DELIVERY LOCATION	DOCUMENT
1	SALES ADMIN.	 TERRITORY COMPOSITION REPORTS	1.CLIENT/GENERAL CLIENT INFORMATION/REPORTS	MONTHLY TERRITORY UPDATE REPORT NO MAJOR CHANGES
2	SALES ADMIN.	 003 04 NEW CAR POLICY COMING IN JUNE	4.ADMIN/COMPANY CAR/NEW CAR POLICY	NEW CAR POLICY ONLY RELEVANT WHEN YOU HAVE OVER 50K MILES ON YOUR CAR
3	PUBLIC RELATIONS	 003 04 PRESS RELEASE ABC CEO .ms	4.ADMIN/PR/CEO SPEECHES	OUR CEO'S POSITION ON WIDGETS AND THE ECONOMY
4	NEW ROSTER FOR SAN DIEGO DISTRICT	 ROBAT DOCUME	3.TEAMS/DISTRICT TEAM/ROSTER UPDATE	SHERYL KELLY INFORMATION ADDED TO ROSTER
5	HR	 003 04 MD LIST FROM HR.msg	4.ADMIN/HR/BENEFITS PLANS/MDs	2 NEW DOCTORS AVAILABLE THROUGH OUR HEALTH PLAN
6	MARKETING	 003 04 COPY OF YESTERDAY'S PRESENTAT	2. OUTPUT/WIDGETS/MARKETING PRESENTATIONS	COPY OF YESTERDAY'S PRESENTATION ON WIDGETS AND THE AMERICAN WAY OF LIFE

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FIG.9

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FILES DELETED
FILES COPIED
FILES PRINTED

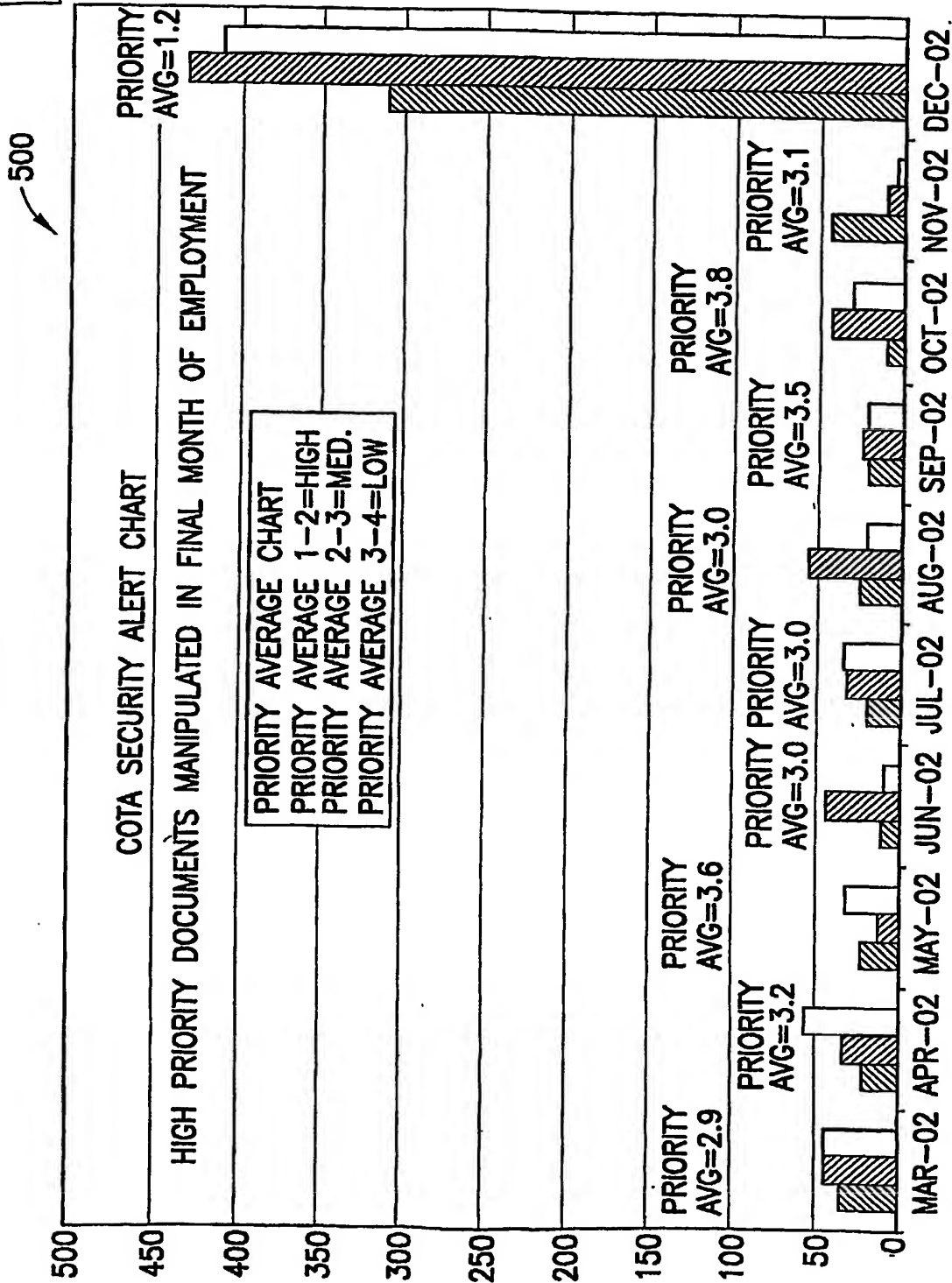


FIG.10

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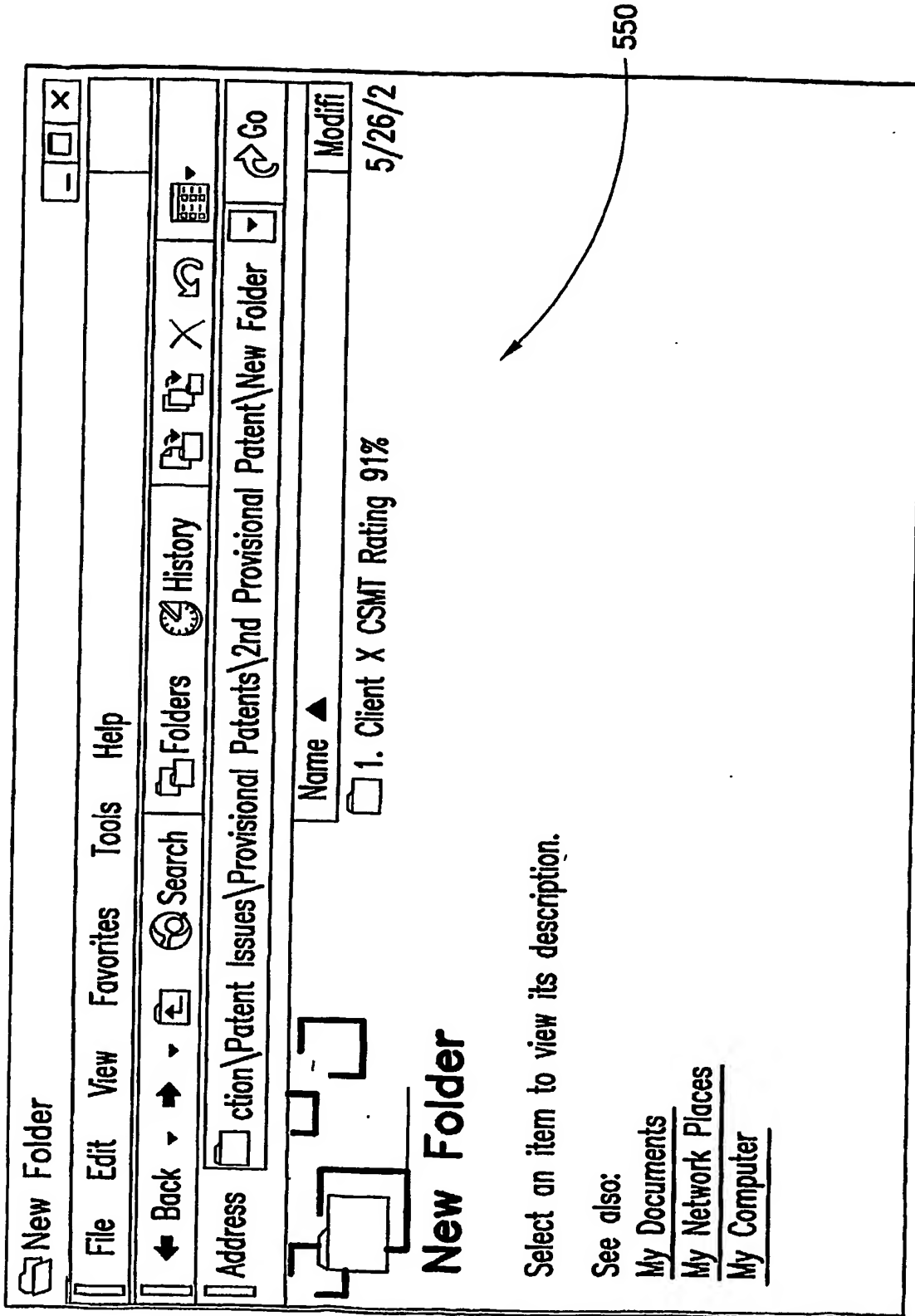


FIG.11

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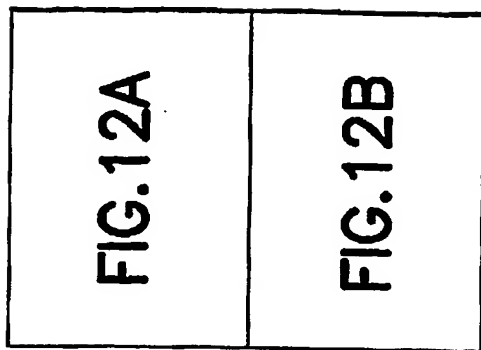
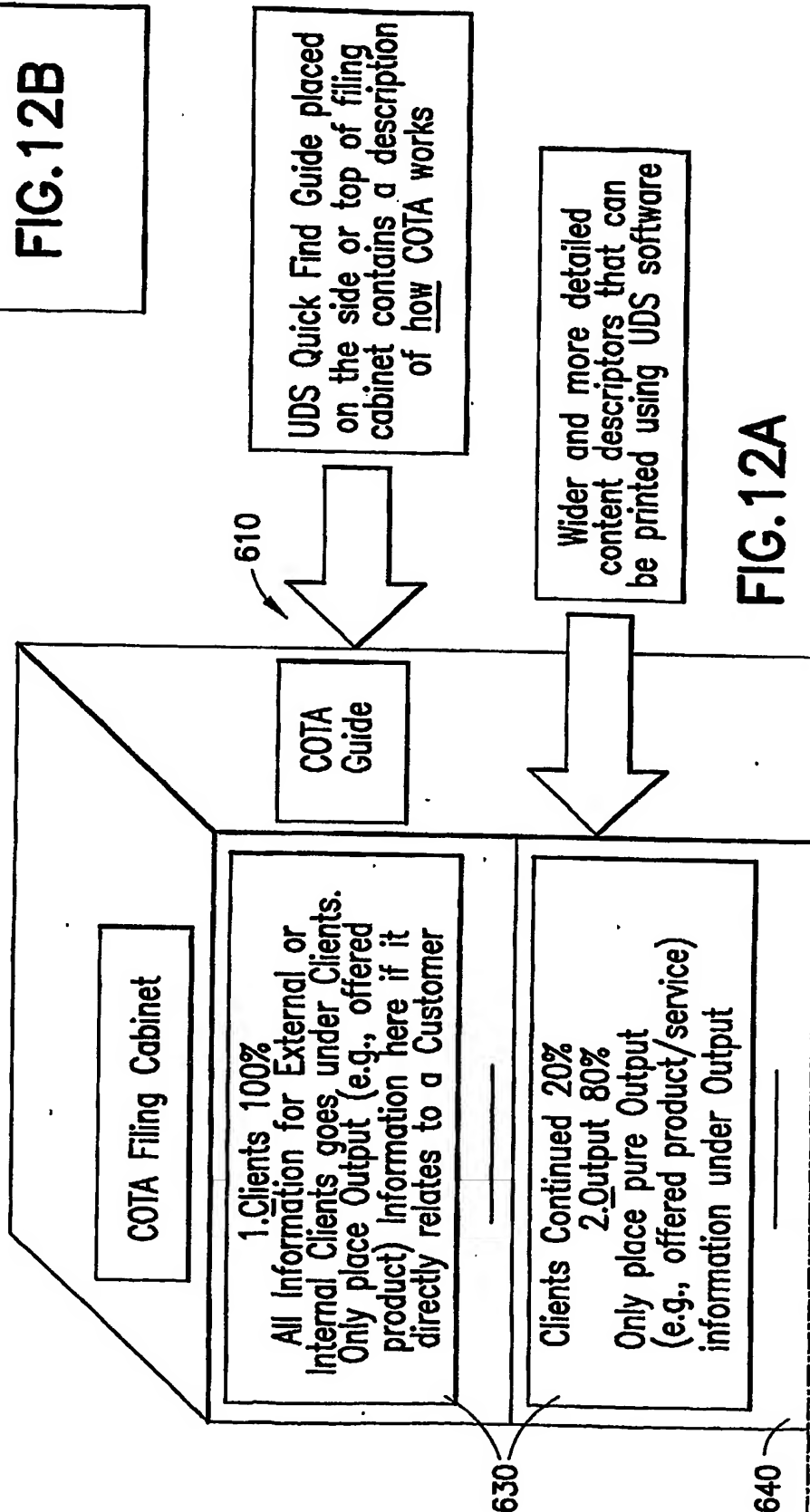


FIG. 12



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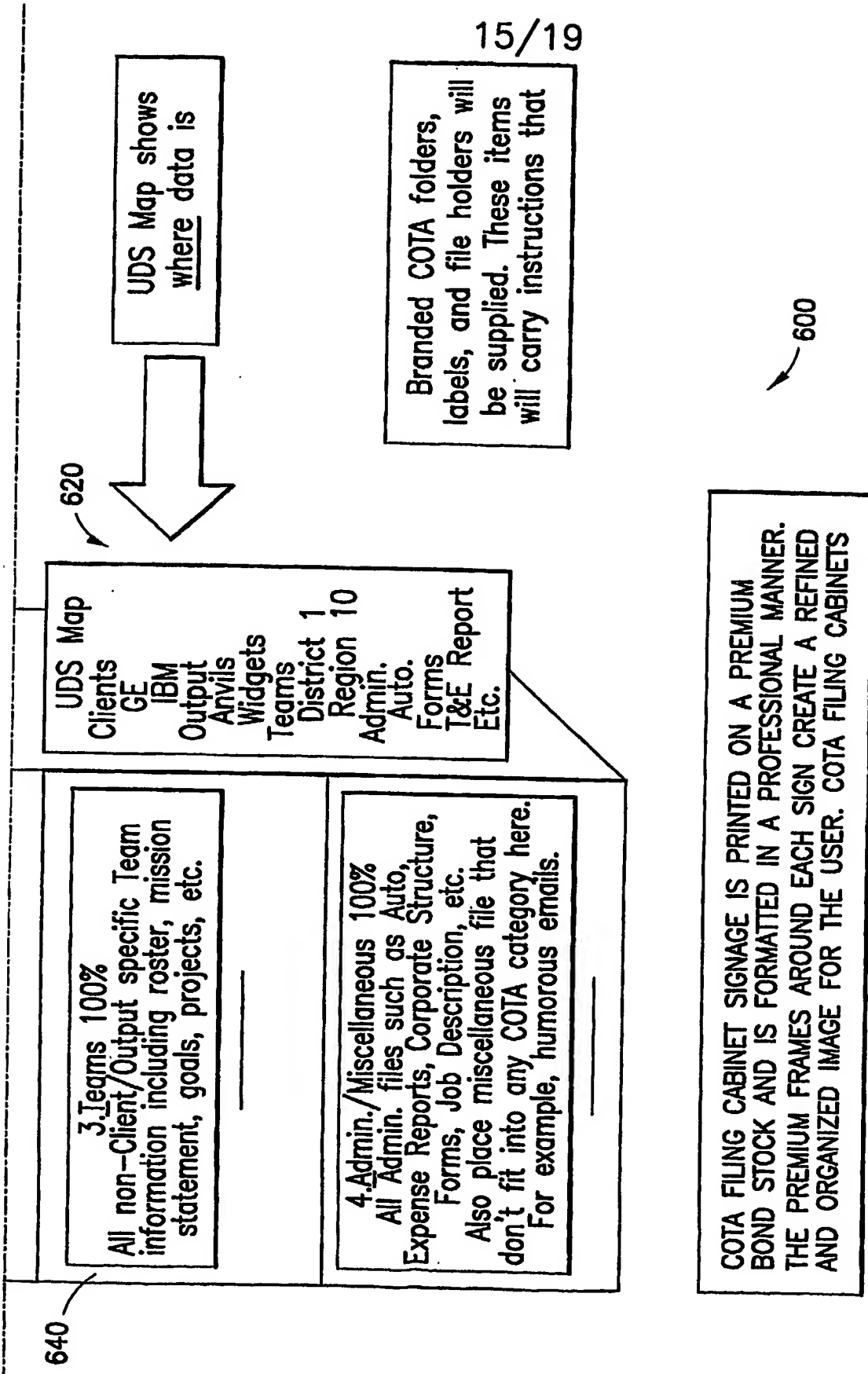


FIG. 12B

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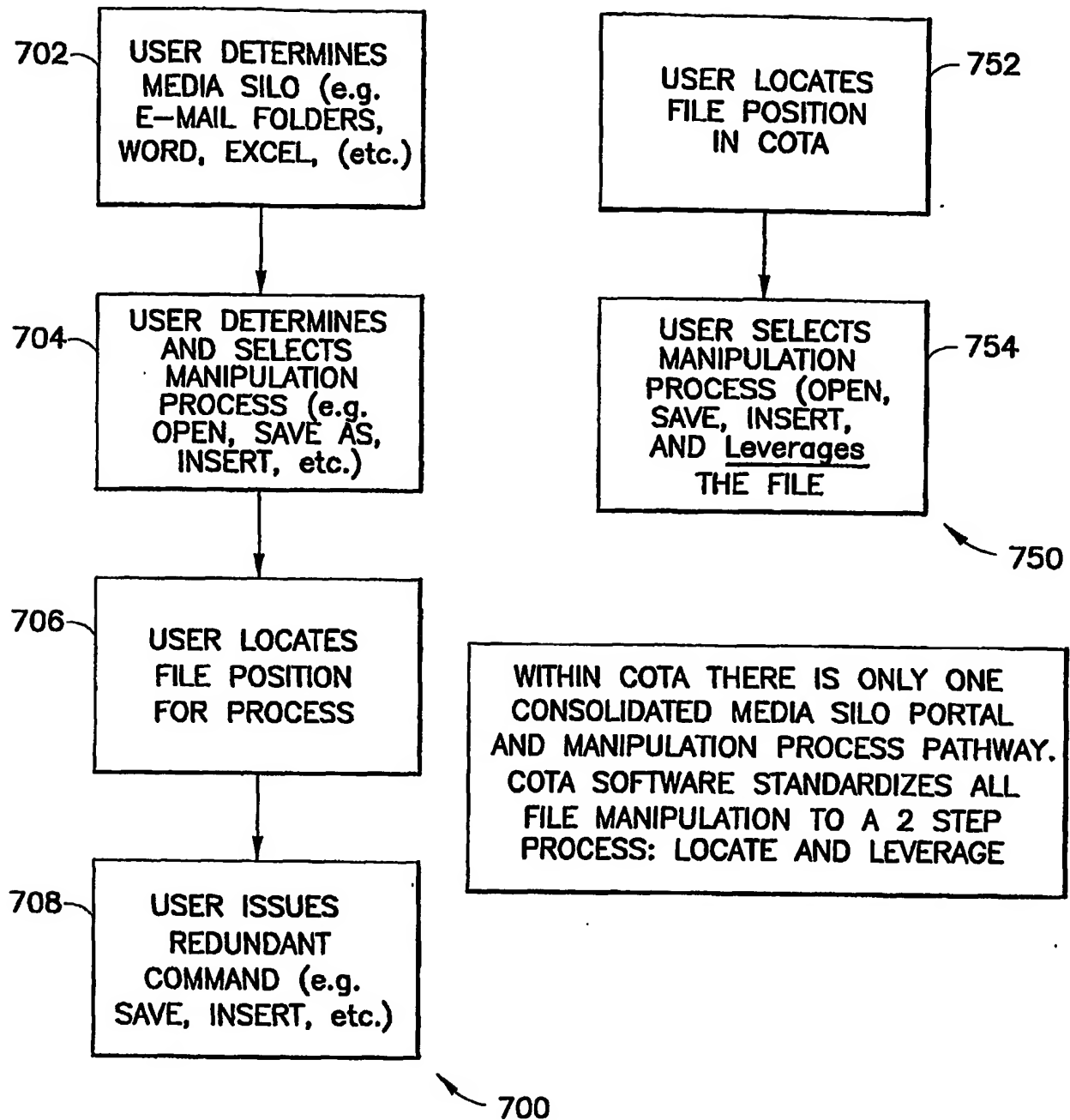
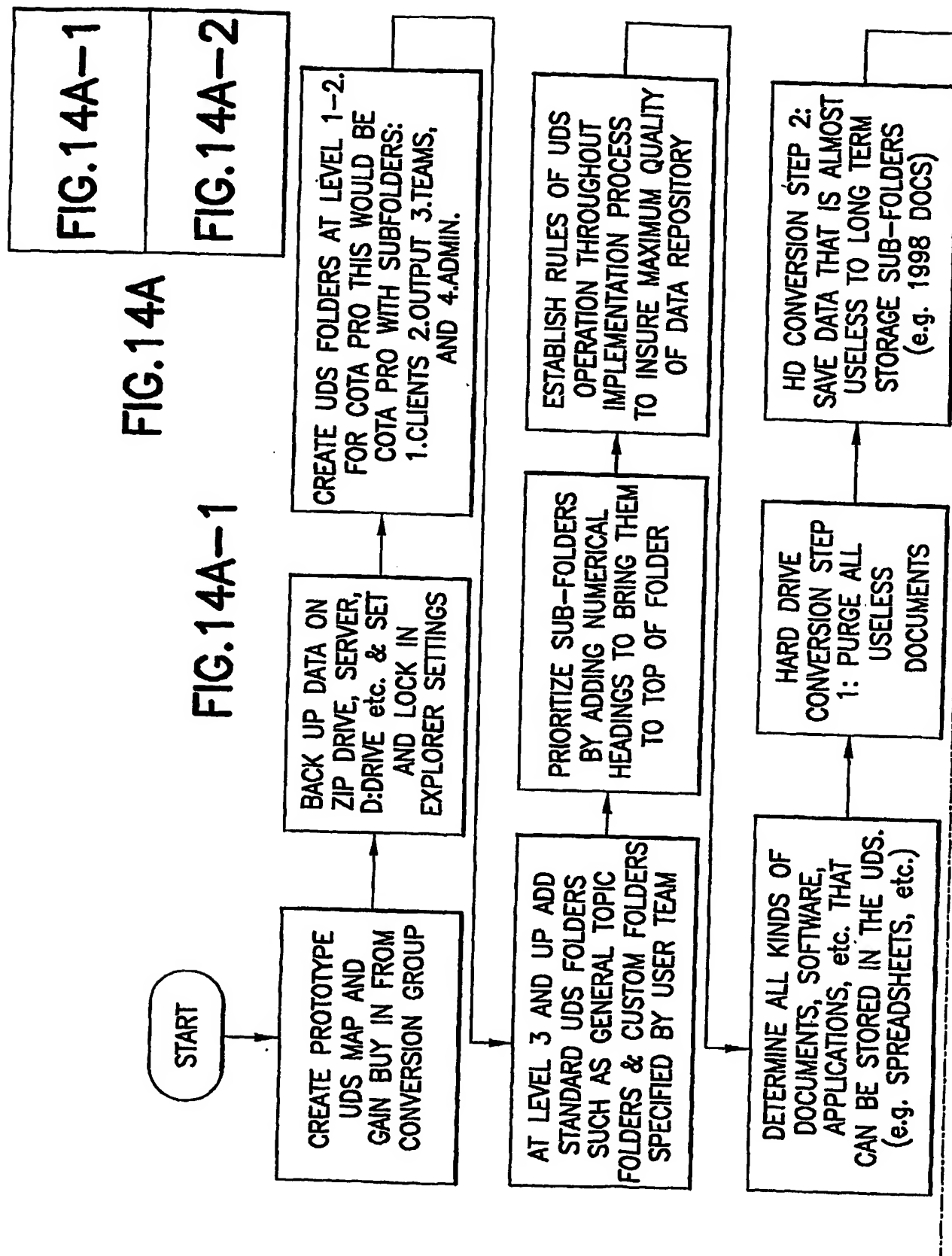


FIG.13

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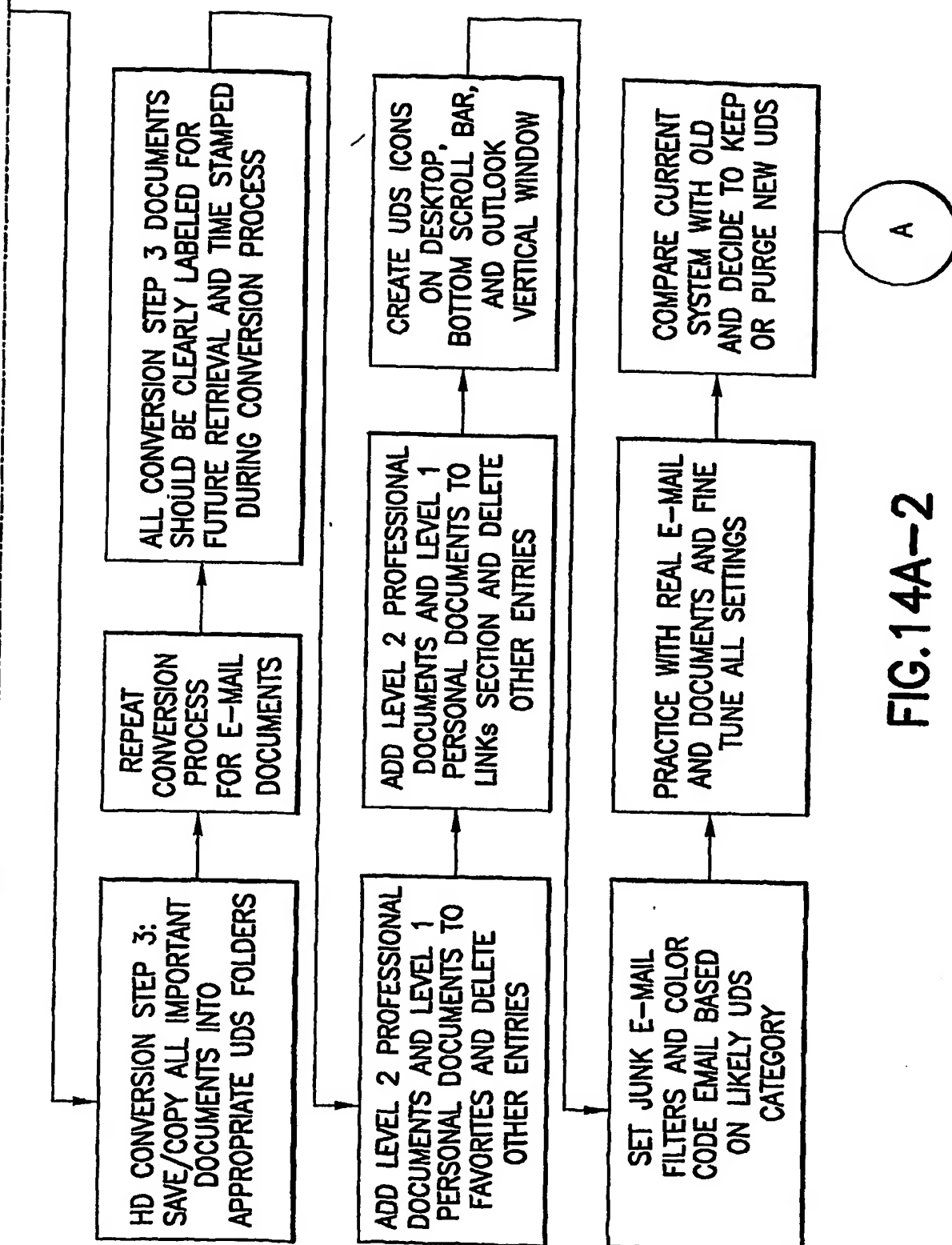


FIG. 14A-2

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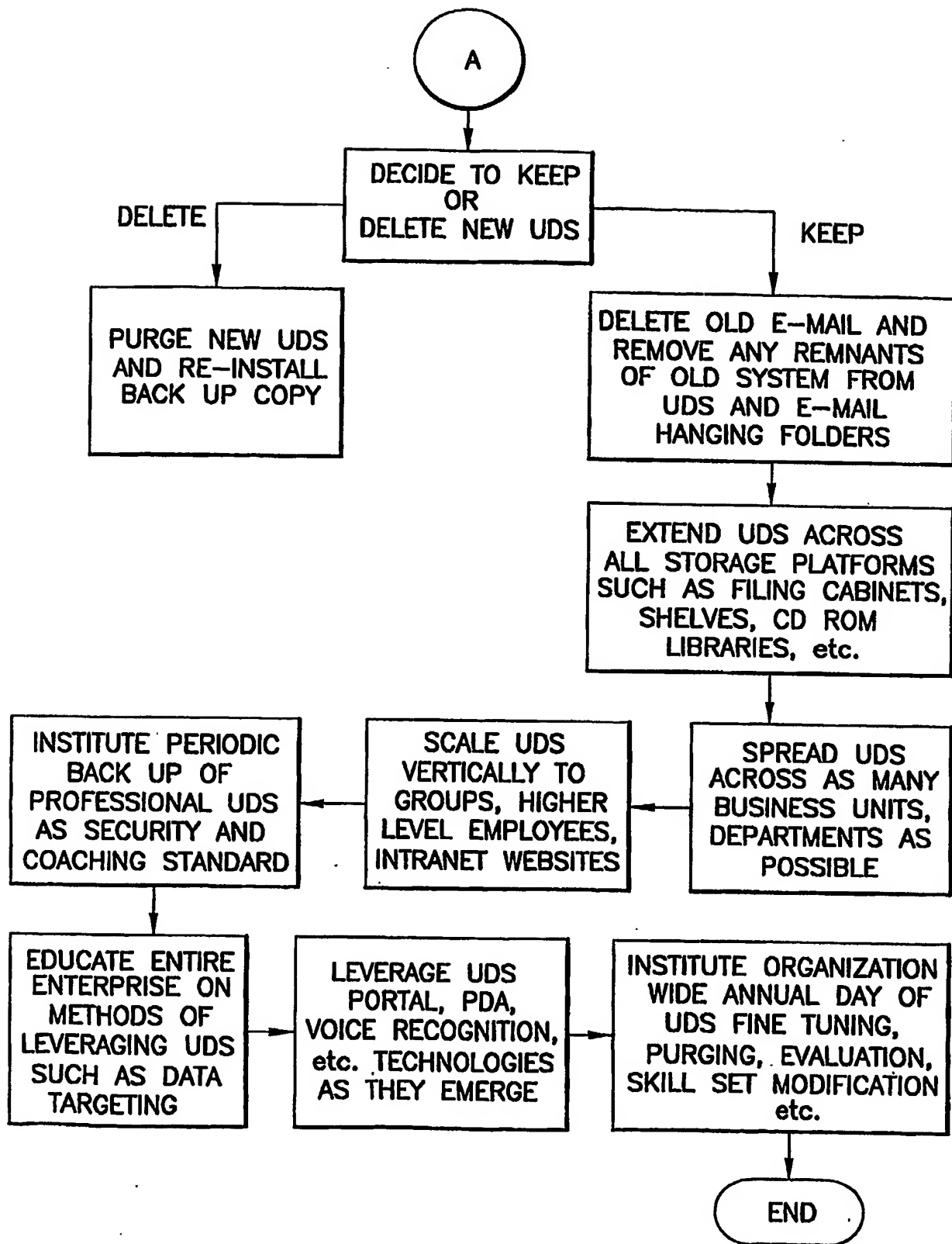


FIG. 14B